Tým Strategie na klienta

| ID | Jméno | Pozice | Org. jendotka | Mobil |
| :--- | :--- | :--- | :--- | :--- |
| CZA36601 | Marta Filipová | SPEC_3 | Corporate Products and Sales <br> Support | marta.filipova@rb.cz |
| CZA33583 | Jana Křapková | SPEC_1 | Corporate Sales | +420 603 808 397 |

Pozice klienta na trhu žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžz žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž
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 žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžz žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž
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Silné stránky klienta:


 žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžz žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžz žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž
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## Finanční situace klienta

| Obrat: | 120000 |
| :---: | :---: |
| Krátkodobá zadluženost: | 320000 |
| Dlouhodobá zadluženost: | 0 |
| Obchodní strategi | klienta |

Klíčové rysy rozvoje podnikání a konkurenceschopnosti:
rozšíření výroby - nákup strojů, je odbyt, v roce 2012 se jiz nic nezmenilo
žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž
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výroba optických vláken, 90\% export
žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžzz žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž žžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžžž
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GI (-12M) (CZK):
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## Používané produkty

| Produktová skupina | Produktová kategorie | Využívaný klientem | Využívaný u RBCZ | Komentár |
| :---: | :---: | :---: | :---: | :---: |
| Správa aktiv | Depozitní směnky | Ano | Ne |  |
| Konkurence 1 | Air Bank |  |  |  |
| Konkurenční výhoda (1) |  <br>  <br>  |  |  |  |
| Konkurence 2 | Wüstenrot SP |  |  |  |
| Konkurenčñi výhoda (2) |  |  |  |  |
| Konkurence 3 | AXA Bank Europe |  |  |  |
| Konkurenčñi výhoda (3) |  |  |  |  |
| Konkurence 4 | ČMZRB |  |  |  |
| Konkurenčni výhoda (4) |  |  |  |  |
| Konkurence 5 | Česká sporitelna |  |  |  |
| Konkurenční výhoda (5) |  |  |  |  |
| Produkłová skupina | Produktová kategorie | Využívaný klientem | Využívaný u RBCZ | Komentár |
| Financování | Provozní financování | Ano | Ne |  |
| Konkurence 1 | Česká sporitelna |  |  |  |
| Konkurenční výhoda (1) | Hlavni banka |  |  |  |


| Produktová skupina | Produkłová kategorie | Vyư̌ívaný <br> klientem | Využívaný u <br> RBCZ | Komentár |
| :--- | :--- | :--- | :--- | :--- |
| Financování | Investiční úvěry | Ano | Ne |  |
| Konkurence $\mathbf{1}$ | Č̌eská sporitelna |  |  |  |
| Konkurenční výhoda (1) | rozhodnuti matky |  |  |  |


| Produktová skupina | Produktová kategorie | Využívaný klientem | Využívaný u RBCZ | Komentár |
| :---: | :---: | :---: | :---: | :---: |
| Financování | Vývozní financování | Ne | Ne |  |
| Financování | Dokumentární inkasa | Ne | Ne |  |
| Ostatní | Treasury produkty - měnové bez FXD | Ne | Ne |  |
| Ostatní | Treasury produkty - úrokové bez FXD | Ne | Ne |  |
| Financování | Odkup pohledávek | Ne | Ne |  |
| Financování | Dovozní akreditivy | Ne | Ne |  |
| Financování | Vývozní akreditivy | Ne | Ne |  |
| Financování | Podepsané rámce | Ne | Ne |  |
| Ostatní | Treasury produkty - FXD limit | Ne | Ne |  |
| Financování | Bankovní garance | Ne | Ne |  |
| Financování | Komoditní financování | Ne | Ne |  |
| Ostatní | Treasury produkty - jiné - bez FXD | Ne | Ne |  |
| Financování | Ostatní úvěry | Ne | Ne |  |
| Správa aktiv | Strukturované dluhopisy | Ne | Ne |  |
| Financování | Spotrebitelské úvěry | Ne | Ne |  |
| Financování | Mikro úvěry | Ne | Ne |  |
| Financování | Rámec | Ne | Ne |  |
| Financování | Faktoring | Ne | Ne |  |
| Financování | Kreditiní karty | Ne | Ne |  |
| Financování | Hypotéky | Ne | Ne |  |
| Financování | Provozní financování kontokorent | Ne | Ne |  |
| Financování | Projektové financování,Str.fin | Ne | Ne |  |
| Poijsistèní a produkty 3. stran | Leasing | Ne | Ne |  |
| Ostatní | Nezařazené | Ne | Ne |  |
| Správa aktiv | Termínované vklady | Ne | Ne |  |
| Správa aktiv | Majetkové účty | Ne | Ne |  |
| Správa aktiv | Investice CTS | Ne | Ne |  |

Přiležitosti - Indikativní nabídka

| Produkková <br> skupina | Produktová <br> kategorie | Prodenní tým | Objem | Prodeiní <br> kanál | Konec <br> platnosti | Fáze | Status | Popis do̊vodu uzav̌̌ení | Kontakt |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Poisítén a <br> produkły 3. <br> stran | Penzijní fondy | Jana Křapková | 10000000 | Pobočka | 13.6 .2013 | Identifikována | Ztracená |  |  |

## Aktivity

| Popis | Typ | Stav | Termín | Vlastrík | Jméno | Vytvořeno | Vytvợil |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | Návstěva <br> pobočky |  |  | Jana Kr̆apková | Jana Křapková | 14.5.2013 | Jana Křapková |

## Komentáře

| Popis | Typ | Vytvořeno | Vytvořil |
| :--- | :--- | :--- | :--- |
| KB, JK - testovací poznámka pro tisk | Poznámka | 30.5.2013 | Jana Křapková |

